

VZCZCXYZ0003  
RR RUEHWEB

DE RUEHB #0193 0490718  
ZNR UUUUU ZZH  
R 180718Z FEB 10  
FM AMEMBASSY BRUSSELS  
TO RUEHC/SECSTATE WASHDC 0037  
INFO RUEHRL/AMEMBASSY BERLIN 1706  
RHMFIUU/FBI WASHINGTON DC  
RUEAIIA/CIA WASHINGTON DC  
RUCPDOC/USDOC WASHINGTON DC  
RUEKJCS/SECDEF WASHINGTON DC  
RHMFIUU/HQ BICE INTEL WASHINGTON DC

UNCLAS BRUSSELS 000193

SIPDIS

STATE FOR PM/DTCC - BLUE LANTERN COORDINATOR

E.O. 12958: N/A

TAGS: ETTC KOMC BE

SUBJECT: BLUE LANTERN LEVEL 3: POST-SHIPMENT END-USE REPORT ON  
LICENSE 050185746

REF: STATE 007639, 2006 BLUE LANTERN GUIDEBOOK

**¶11.** (U) On February 17, 2009, Poloff met with Mr. Roger Hoffman of Hoffman & Dupont to perform an end-use check as per reftel. Poloff discussed reftel points with Hoffman, gaining insight into the company, the end-use for the Hotshot HD-B camera, the company's clientele, and the security of the device. Hoffman & Dupont sprl is an eco-energy service company based in Malmedy, Belgium and operating within Belgium, Luxemburg, and France. After a 2002 EU initiative to construct and modify buildings and homes to more efficient standards, Hoffman started Hoffman & Dupont; the company was the first of its kind in francophone Europe. Hoffman & Dupont uses the Hotshot HD-B camera to perform energy audits for individuals and businesses. The business itself is heavily reliant upon the use of infrared technology, which allows Hoffman & Dupont to either identify poorly insulated areas of homes and buildings or to locate leaks in heating and cooling systems. The photos are then analyzed and used to prepare a report for the client. The office of Hoffman & Dupont is well-secured and the two infrared cameras the company owns remain locked up when not in use. Hoffman & Dupont's clients are primarily individuals wanting to inspect their homes; however, the company does occasionally inspect large buildings for businesses. Although the company has done work in France and Luxemburg, the majority of its work is within Belgium. Mr. Hoffman was aware of the United States Munitions List (USML) restrictions and knows that if he ever wants to sell the camera, he must follow the necessary USML procedures. Poloff confirms that Hoffman & Dupont has purchased the Hotshot HD-B camera for legitimate business purposes, operates a secure place of business, has a respectable clientele, and understands the regulations of the USML.

GUTMAN